

**For Release 7:00 a.m. EDT
July 10, 2017**

Crayon Helps Customers Embrace the Cloud Through Microsoft Cloud Solution Provider Program for Azure Government

The Microsoft Cloud Solution Provider Program allows Crayon to provide direct billing, sell combined offers and services, as well as directly provision, manage and support Microsoft cloud offerings.

DALLAS, Tx, USA — July 10, 2017 — Crayon, The Software Experts, today announced it is now selling through the Microsoft Cloud Solution Provider program for Azure Government. This licensing model enables Crayon to be at the center of the customer relationship by providing direct billing, sell combined offers and services, as well as directly provision, manage and support products and services.

Starting today Crayon can support the complete customer lifecycle. Crayon can now easily sell Microsoft Azure Government and help customers drive new business value through the cloud by owning the entire billing process and directly managing support.

“We are seeing tremendous interest in Microsoft’s cloud platform across federal, state and local government agencies to help them modernize and transform,” said Frank Bitoun, Senior Vice President of Crayon Americas. “Selling through the Cloud Solution Provider program on Azure Government allows us to build stronger relationships with our customers and provide them with the best cloud solutions to help them achieve their missions.”

Bitoun added, “This authorization puts Crayon in a unique position to accelerate the partner community’s ability to bring a total solution, built on Azure, that meets numerous certifications with the Government vertical, including FedRamp, CJIS, ITAR, and many more. Crayon’s leading Cloud-iQ platform will enable partners to scale with their customers propelled by the Azure Government program.”

"Government customers are adopting cloud solutions like never before to drive digital transformation," said Tom Keane, General Manager, Microsoft Azure Government. "We are excited to expand Azure Government capabilities for cloud partners under the Microsoft Cloud Solution Provider program. This will enable our partners to deepen customer relationships and expand opportunities in the cloud."

As the global leader in software asset management (SAM), cloud and volume licensing, and associated consulting services, Crayon is a trusted advisor to many of the globe's leading organizations. With more than 1100 teammates worldwide, and through its unique people, tools, and systems Crayon helps to optimize the technology estates of its clients within the new mobile-first, cloud-first world.

Crayon at a glance: <http://www.crayon.com/us>

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For more information, press only:

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